

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**SEPTEMBER 13, 2006, 1:00 P.M.**  
**AGENDA**

**I. FINANCIAL & ADMINISTRATIVE REPORTS**

1. Financial Reports
  - A. Weekly, Y-T-D Sales Reports
  - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

**II. MARKETING & SALES REPORTS**

1. Store Operations
  - A. Large Volume Purchase Policy
  - B. Seasonal Store Hours Change: Store #12 – Center Harbor
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
  - 1) Grain Alcohol (190) Sales Policy
  - 2) Test Market Products:
    - a. Test Market Request (Kajmir Vanilla Brandy)
    - b. Test Market Request (Armagnac de Montal VS)
    - c. Test Market Result (Codes #8325, #8326 & #4651)
  - 3) Line Extension Request (Paul Masson Grande Amber Brandy)
  - 4) One Time Buy Request (Three Olives Watermelon)
  - 5) October Coupon
  - 6) October, November, December 2006 Sweepstakes
  - 7) Tabled Item: Test Market Request (H.W. Peppermint Schnapps, from 8/30/06 agenda, Item #A-1-c)
- B. WINES:
  - 1) Banfi Vintners 25% Off Sale, Tastings, and Gift Card Giveaway
  - 2) Beam Estates Gift Card Giveaway
  - 3) MS Walker 2007 Polaris Sweepstakes
  - 4) Purchase & Introduction of Raimat
  - 5) Results of the Purchase & Display of Cumulus Wines
  - 6) Appeals:
    - a. Appeal on Removal from Retail of Almaden White Zinfandel
    - b. Appeal on Removal from Retail of Anastasi Estates White
  - 7) Test Market Results:
    - a. 2 items

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- b. 6 items
  - c. 113 items
- 8) Test Market Requests:
  - a. Red Bicycleette Pinot Noir
  - b. Ercavio
  - c. Cycles Gladiator
  - d. Codes #42290, #44047, #44045 and #44048
- 9) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores (4 items)
- 10) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores (2 items)
- 11) Primary Source Submissions (2 primary source; 21 exclusive agent; 67 imported)

**III. ENFORCEMENT & LICENSING REPORT**

**IV. CHAIRMAN'S REPORT & LATE ITEMS**

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

**V. EXECUTIVE SESSION**

/D. Hartford